

WAIS Inc

Wide Area Information Servers

October 6, 1994

Mr. Wayland Brill
Hopkins & Carley
150 Alameda Blvd., 15th Floor
San Jose, CA 95113

Dear Wayland:

Thank you very much for all the help and advice on starting our company. You and your compatriots helped steer us clear of many pitfalls.

As you know, we have retained the law firm of Wilson, Sonsini, Goodrich & Rosati to be WAIS, Inc.'s company counsel. As a result of your past representation of us., I am writing to request that you send any and all files, documents, letters, and/or research of or concerning WAIS, Inc. in your possession to Christopher J. Younger at Wilson, Sonsini, Goodrich & Rosati, 650 Page Mill Road, Palo Alto, California 94304-1050.

Thank you and I hope to work with you in the future.

If you have any questions, please feel free to call.

Sincerely yours,



Brewster Kahle
President, WAIS, Inc.

Ally Morgan Wilson Successor

search help free
Legal Audit free

\$275/hr

Chris Hassett PED

408-253-0894

after monday

call 9/8

Ted Leonsis

call 8/8

~~Enter~~
Rod MacBrogan Enter Television
archived
call

408-366-6000 x239

871-2

Allen Morgan
Andrew Bridges
Steve Durant

Software patent Institute

28-29 sept SD ~~Get~~ technology Branding
\$800 conference Andrews Bridges



send standard letter on trademark

add to Licence agreement Logo on query report.

John Fieber

Bruce Dankeke

Mervil Pickard

Allen Morgan

Legal Audit free
Articles
Stock

• 6 months at \$1500
cover costs
patents not covered
patent survey covered
by financing Not
Licensing covered

~\$1500 / trademark

To: amorgan@wsgr.com
From: Brewster@WAIS.COM (Brewster Kahle)
Subject: meeting next week
Cc: judy

Allen,

I am looking forward to the meeting next week.

I would like to understand the types of services that we should be aware of and roughly how they work. I am sure there are many things that you can help with that we do not know yet.

I am interested in meeting the people who will be involved in several areas and what type of interaction you suggest (eg how can we "cookie cutter" these areas vs custom interaction, what parts you will take the lead on, etc.):

Hand
* contract and licensing

"legal audit" of current contracts

contracting issues for:

licensing in technology

licensing out technology

building production services under contract

International contracts expertise specifically Japanese *Niel Wolff*

* Internal legal structures

board of directors support

"legal audit" of employment and contractor practices and forms

setting up stock option system

* Intellectual property issues:

patents: should we survey patent opportunities?

Steve Durant what is a cost effective way to pursue those patents

trademark: review trademark status and new opportunities

Andrew Bridges copyright: there will be future issues in copyright of published work

* support of financing opportunities

* support of recruiting

* discuss our business relationship: phases of our relationship (eg flat fee to discounts to full fee etc).

What areas am I missing?

Lets talk this afternoon to iron this out.

Thanks

-brewster

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